

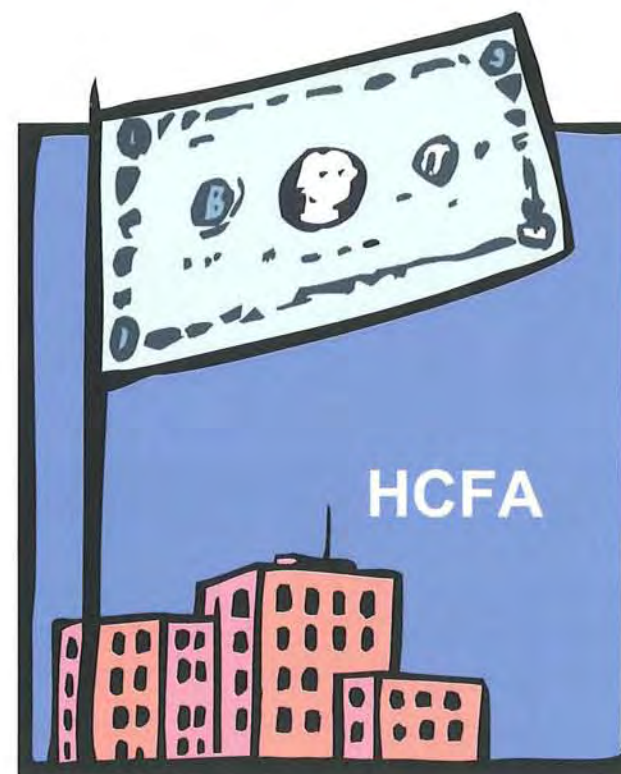
# **EXHIBIT 29**

## **(Part 2)**

# Apria, Lincare Hurt

The scheduled Medicare albuterol cuts could hurt the earnings growth of Apria Healthcare Group, Inc., Lincare Holdings, Inc. and other home medical equipment services.

***Why* did the inhalants  
Albuterol and  
Ipratropium Bromide  
(used to treat  
respiratory problems  
such as asthma)  
suddenly hit the top  
10 list of Medicare  
expenditures in  
1997...**





# Top HME Medicare Codes Ranked by Expenditures

CODE DESCRIPTION	1998	1997	1996
1. E1403 Concentrator, 4-5 liters .....	\$455,917,433 .....	\$517,398,440 .....	\$415,716,666
2. E1400 Oxygen Concentrator, less than 2 liters .....	\$310,074,491 .....	\$398,231,135 .....	\$366,310,009
3. A4253 Blood Glucose/Reagent Strips .....	\$305,604,306 .....	\$247,619,532 .....	\$190,233,272
4. E1401 Oxygen Concentrator, 2-3 liters .....	\$275,819,498 .....	\$359,693,760 .....	\$329,530,530
5. E0260 Hospital Bed, Semi-Electric with Mattress .....	\$275,128,526 .....	\$272,349,826 .....	\$238,826,466
6. K0505 Albuterol Inhalation Solution.....	\$230,376,027 .....	\$152,924,214 .....	N/A
7. B4035 Enteral Feeding Supply Kit, Pump-Fed, Per Day .....	\$229,305,401 .....	\$247,678,694 .....	\$244,807,334
8. B4150 Enteral Formulae Category I .....	\$213,226,738 .....	\$225,472,835 .....	\$205,009,654
9. K0011 Standard Weight Power Wheelchair with Control .....	\$213,038,162 .....	\$140,166,791 .....	\$63,681,534
10. K0518 Ipratropium Bromide Inhalation Solution.....	\$176,887,868 .....	\$96,204,639 .....	N/A

Source: Health Care Financing Administration, Office of Information Services

VAC MDL 94207



And the  
answer  
is....

**MEDICARE UTILIZATION FOR THE  
INHALATION DRUG**

**ALBUTEROL SULFATE 0.083%**

**HCPCS K0505 & J7620**

***The  
"SPREAD"***

YEAR	MEDICARE REIMBURSEMENT AMOUNT PER UNIT*	PROVIDER COST PER MEDICARE UNIT**	SPREAD \$	SPREAD %	MEDICARE EXPENDITURES
1994	\$0.492 (\$0.41/ml)	<b>\$0.379</b>	\$0.113	29%	\$147,867,789
1995	\$0.516 (\$0.43/ml)	<b>\$0.244</b>	\$0.272	111%	\$166,901,971
1996	\$0.492 (\$0.41/ml)	<b>\$0.244</b>	\$0.248	101%	\$178,411,078
1997	\$0.492 (\$0.41/ml)	<b>\$0.189</b>	\$0.303	160%	\$199,763,937
1998	\$0.47	\$0.16	\$0.31	193%	\$230,376,02
1999	\$0.47	\$0.141	<b>\$0.329</b>	<b>233%</b>	

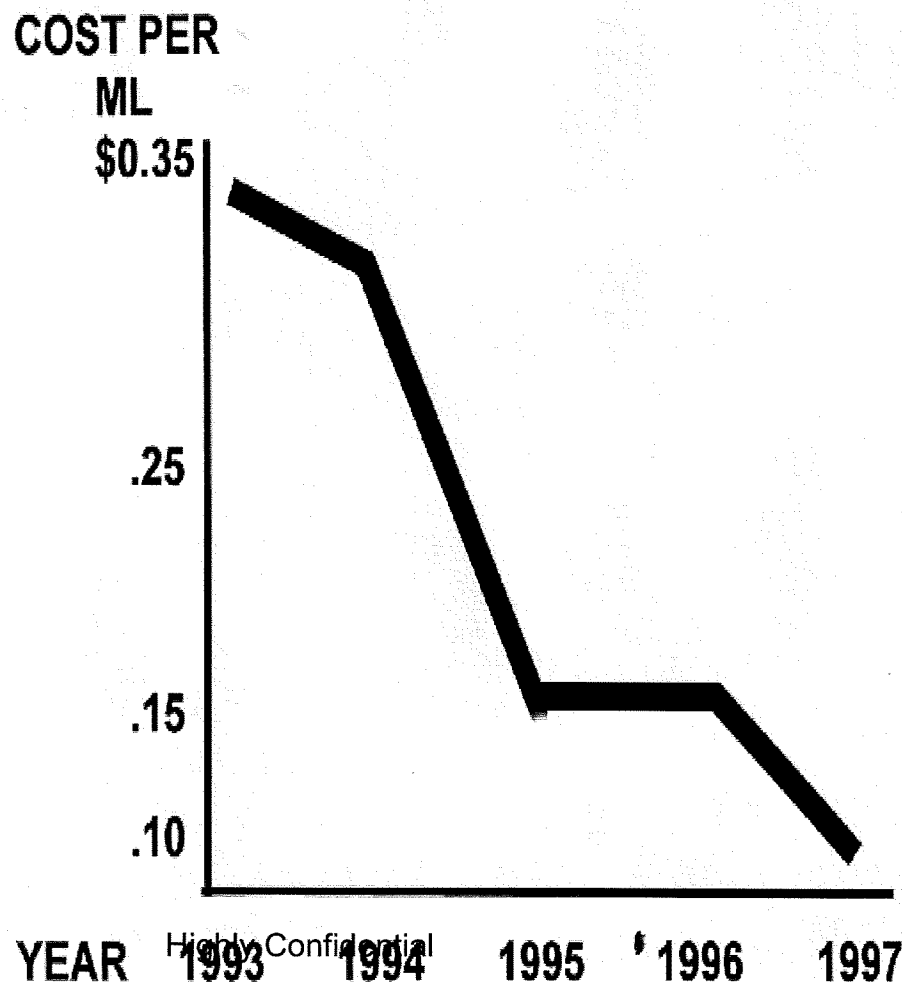
While reimbursement per unit drops, Medicare expenditures increase by 70%... driven by increased utilization fueled by a 233% mark up before collecting the co-pay. **Providers pocket 32 cents out of the 47 cents they are paid by Medicare!!!!**

Highly Confidential

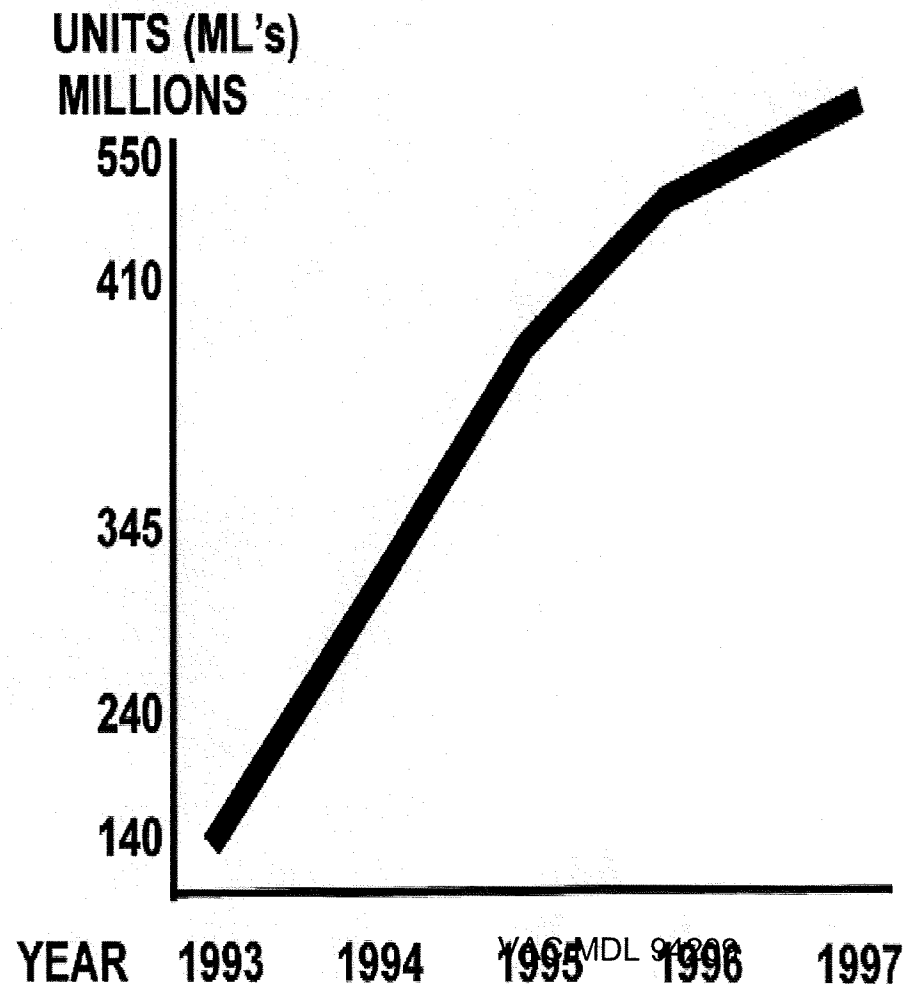
VAC MDL 94208

# COMPARISONS IN REDUCTIONS IN TRUE WHOLESAL PRICES vs INCREASES IN UTILIZATION BY MEDICARE FOR ALBUTEROL 0.083% HCPCS J-7620 (1ml)




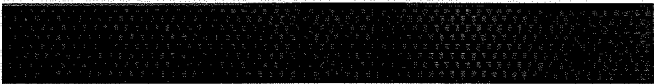



## REDUCTIONS IN TRUE WHOLESAL PRICES



## INCREASES IN UTILIZATION



# PERCENTAGE OF "SPREAD" BETWEEN DEY LAB'S REPORTED AWP AND THE ACTUAL WHOLESALE PRICE FOR ALBUTEROL SULFATE 0.083% NDC# 49502-0687-03, 3ml/25's

<u>Year</u>	<u>Red Book/First Data Bank AWP</u>	<u>McKesson Wholesale Price</u>	<u>Percent "Spread"</u>	
				15% 20% 30% 40% 50% 60% 70%
1992	\$32.30	\$25.45	21.3%	
1993	\$30.25	\$25.39	16.1%	
1994	\$30.25	\$23.69	21.7%	
1995	\$30.25	\$15.26	49.6%	
1996	\$30.25	\$15.26	49.6%	
1997	\$30.25	\$11.84	60.9%	
1998	\$30.25	\$10.00	67.0%	

Highly Confidential



(c) Rebate. During the Initial Term, Dey agrees to provide the following quarterly rebate in the form of a credit memo or free Product, at Dey's discretion, to Buyer:

If the total number of Units of the Product purchased by Buyer directly from Dey during a Quarter ("Minimum Units/Quarter") is equal to or greater than the Minimum Units/Quarter set forth below, then Buyer will earn a rebate in the form of a credit memo or free Product with value (as provided below) equal to the applicable Rebate Percentage set forth below times the Net Sales of the Products purchased by Buyer directly from Dey during such Quarter. For Purchase Agreements commencing during a calendar Quarter, rebate calculations will be done on a prorated basis. Free goods will be rounded down to nearest shelf carton.

MINIMUM UNITS/QUARTERS

QUARTERS 1 & 2 REBATE PERCENTAGE

1,206,000	8%
1,150,000	7%
1,090,000	6%
<1,090,000	NA

QUARTERS 3 & 4

1,296,000	8%
1,230,000	7%
1,170,000	6%
<1,170,000	NA

QUARTERS 5 & 6 REBATE PERCENTAGE

1,350,000	8%
1,280,000	7%
1,220,000	6%
<1,220,000	NA

**Feb.1, 1993 Agreement  
with Homedco**

DL2522

**Base  
price =  
\$0.166  
per ml**

The dollar amount of the rebate for a Quarter will be calculated by Dey no later than 30 days after such Quarter based upon cumulative sales from Buyer's purchase of the Product directly from Dey during such Quarter. → The rebate will be granted to Buyer in the form of a credit memo or free Product, at Dey's discretion, which Dey will ship to Buyer after the applicable Quarter and the dollar amount of the rebate has been calculated. The credit memo or free Product which Dey will ship to Buyer will have a value equivalent to the dollar amount of the rebate calculated by valuing a Unit of the Product at the Base Price of \$0.50 per Unit, or if the Base Price has been reduced by Dey prior to such shipment pursuant to Paragraph 1(c) above, at such reduced Base Price.

Highly Confidential

Notwithstanding the above, no rebates will be paid by Dey to buyer, unless buyer is current on all invoices owed to Dey.

VAC MDL 94211



Patrick Johnson  
 Director, Materials Management  
 Homedco  
 17650 Newhope Street  
 Fountain Valley, CA 92708

Dear Patrick:

Charles Rice and I enjoyed me-  
 tives at your offices. We felt that the  
 Day and Homedco. We are pleased  
 your company, and we look forward  
 relationship between our companies.

The following points will be in

CWOT TO D PRICE.

1. Albuterol unit dose will be  
 rebate will be given on pu

2. Unit packs of 30 vials of A  
 October 1. I will send Dar

3. Day will provide 9,000 cartons of free samples (25's) to Homedco when  
 requested to do so. Day will ship directly to Clark O'Neil in one ship-  
 ment.

Starting in January 1994, samples will be available from Day at a price  
 of \$4.75 per carton. This price is negotiable, depending upon how  
 many units are needed monthly after the first three months.

Starting in January 1994, Homedco will earn a rebate of one percent of  
 sales for promotional purposes. This rebate will be applied to the  
 monthly cost of samples. Any cost above the rebate will be charged to  
 Homedco.

**\$0.13 per ml**

Homedco

10/1/93

40¢

69703  
 69733  
 69760

\$10.00  
 12.00  
 24.00

2/15/93  
 ejd

① PRICE OVERRIDE?  
 ② AUTHORIZATION?  
 ③ AFFECT ON AVG PRICE?

④ DEFINE "SALES"  
 ⑤ APPLY TO WHAT  
 "MONTH" OF SAMPLES?  
 ⑥ WHO COMPUTES?  
 ⑦ PRICE OVERRIDE FOR  
 DIFFERENCE?

⑧ AFFECT ON AVG  
 PRICE?  
 ⑨ IN "PRV"

Highly Confidential

DL2514

VAC MDL 94212

Patrick Johnson  
Homedco  
Page 2  
September 16, 1993

Example

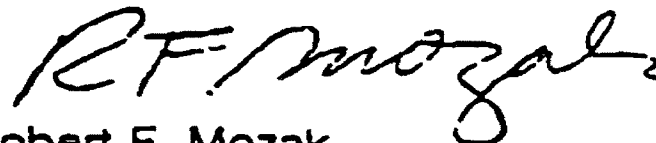
2,000 cartons/mo. X \$4.75/carton	= \$9,500/mo.
Estimated monthly sales \$350,000	
Earned rebate at 1%	= \$3,500/mo.
Cost to Homedco	= \$6,000/mo.
Actual unit cost	= \$3.00/box

6. Dey will provide Homedco its best available price for Cromolyn Sodium unit dose when available.

Patrick, I believe these points cover the key elements of our discussion. We should plan to meet and review progress again in early 1994. Working with Dey will provide Homedco with a guaranteed source of supply for Albuterol unit dose as well as a higher quality product and a source of future new homecare respiratory products.

Thanks again for your time and a very professional presentation.

Sincerely yours,



Robert F. Mozak  
Vice President  
Sales and Marketing

VAC MDL 94213

DL2515

Highly Confidential



<sup>K</sup>  
Rick Spiegel  
Vice President, Materials  
3560 Hyland Avenue  
Costa Mesa, CA 92626

January 28, 1994



Dear Rich: <sup>K</sup>

**\$0.14 per ml** 

In accordance with our discussions with Charter Oak Pharmacy, we have reduced the price of Albuterol 0.083% unit-dose vials to a net price of \$.42 per vial (\$10.50 per carton of 25's) effective February 1, 1994.

As per our agreement, Dey will no longer be providing a rebate to Charter Oak (Abbey) on Albuterol.

Free samples will be available for use by Charter Oak up to a maximum value of 2% of sales (see separate memo).

  
**Free Samples to  
Pharmacy**

Sincerely yours,

A handwritten signature in cursive script, appearing to read "RF Mozak".

Robert F. Mozak  
Vice President  
Sales and Marketing

RFM:chg

CC: Cindy Daulong.  
Lewis Mow  
Rick Upp

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IND - 3185

Start: 1/30/94  
Expire: ~~1/31/94~~ 5/23/94  
Entered: 1/28/94  
By: C. Daulong

6A703 - \$10.50  
6A733 - \$12.60  
6A760 - \$25.20  
VAC MDL 94214  
DL2560

Ken Manning  
Abbey Pharmacy Network  
350 North Lantana #G1  
Camarillo, CA 93010

December 7, 1994



**\$0.116 per ml**

Dear Ken:

It was a pleasure to finally meet you and to visit your facility in Camarillo. You have picked a super location to operate, and I am sure you will appreciate getting into your new building.

I have discussed your shipping issues with Dallas, and, hopefully, they will not happen again. As promised, I have lowered the price of Dey Albuterol to \$.35 per dose effective December 15. Also, to offset the additional \$.01 difference in our Albuterol price, I have lowered Cromolyn by \$.01 per vial from \$.46 to \$.45 per vial. Also, we will continue with our sample programs which are worth about \$.01 per vial on Albuterol and Cromolyn.

Ken, we appreciate your business and your long-term support. Have a happy holiday, and hopefully you can visit at our facility in Napa in the near future.

Sincerely,

A handwritten signature in cursive script, reading "R F Mozak".

Robert F. Mozak  
Vice President  
Sales and Marketing

RFM:chg

12/8/94 Highly Confidential current cromolyn price is 43¢/vial - per RFB leave  
at 43¢ per vial. VAC MDC 94213

DL2556



Terry Lindsay  
 Director, Materials Management  
 Apria Healthcare, Inc.  
 3560 Hyland Avenue  
 Costa Mesa, CA 92626



RE: **CONTRACT MODIFICATION**  
**APRIA HEALTHCARE, INC.**  
**DEY CONTRACT NO. ABH-0480**  
**06/27/95 - 07/31/96**

September 14, 1995

**\$0.11 per ml**



Dear Terry:

Dey Laboratories is pleased to confirm the following changes made to your contract per the enclosed letter to Ken Manning:

NDC No.	Description	Old Price	Revised Price
49502-697-03	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 25/Ctn.	\$8.75	\$8.25
49502-697-33	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 33/Ctn.	\$10.50	\$9.90
49502-697-60	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 60/Ctn.	\$21.00	\$19.80

These revisions will become effective October 1, 1995. A revised contract sheet is enclosed. All previous contract terms and conditions shall remain the same. If you have any questions or need further information, please feel free to contact me at 800/755-5560, ext. 751.

Sincerely,

Cindy Daulong  
 Manager, Sales Administration

VAC MDL 94216

DL2546

Highly Confidential

November 15, 1996

Terry Lindsay  
 Director, Materials Management  
 Apria Healthcare, Inc.  
 3560 Hyland Avenue  
 Costa Mesa, CA 92626

RE: CONTRACT MODIFICATION  
 APRIA HEALTHCARE, INC.  
 DEY CONTRACT NO. ABH-0480  
 06/27/1995 - 04/30/1997

**\$0.096 per ml**



Dear Terry:

Dey Laboratories is pleased to confirm the following changes made to your contract:

<u>NDC No.</u>	<u>Description</u>	<u>Old Price</u>	<u>Revised Price</u>
<b>Revision:</b>			
49502-697-03	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 25/Ctn.	7.75	7.25
49502-697-33	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 30/Ctn.	9.30	8.70
49502-697-60	Albuterol Sulfate Inhalation Solution, 0.083%, 3 mL, 60/Ctn.	18.60	17.40

These revisions will become effective November 15, 1996. A revised contract sheet is enclosed and has been forwarded to your designated wholesalers. All previous contract terms and conditions shall remain the same. If you have any questions or need further information, please feel free to contact me or the Contract Department at 800/755-5560.

Sincerely,

Highly Confidential

Cindy Daulong  
 Manager, Sales Administration

VAC MDL 94217  
 DL2426



# Part of Dey's Apria Contract Review

CONFIDENTIAL-DOCUMENT PRODUCTION

Sample program - Alb ~ 30,000 ctns, free

**AWP = \$30.25 per carton**

8/14 RFM - Call - have signed agreement in force for a min.  
no. of units through 7/31/96.

Chuck Minotti - LWTC 8/14 @ 3:20pm

**Value at AWP = \$907,500.00**

8/15 RFM spoke w/ Pat Johnson - we may not have to  
send bid - he'll get back w/ me Tues or Wed.

8/15 Lori Woodman returned call 714-668-4742 DL2474

2:00p 8/15 RFM spoke w/ Ken Manning - Dey does not have to  
respond

3:15p 8/15 LW for Lori - told her Ken Manning was going to honor  
our existing contract, we would not be

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1/15/10 194218

## DEY LABORATORIES

## MEMORANDUM

DL 001

TO: Mari Carrell  
 Alberto Hoyo  
 Ross Uhl

Cc: Helen Burnham  
 Bob Mozak

FROM: Carrie Jackson *CJ*

DATE: August 12, 1994

RE: State of Florida: Medicaid Program

On Monday, August 8, 1994, I spoke with Jerry Wells at the Florida Medicaid office regarding albuterol usage. There is a larger volume of usage for the Warrick product as the following formula for Medicaid reimbursement shows:

Dey	Warrick
\$18.95/25 (wholesale price)	\$59.40/60 (direct price)
= \$ 0.76/vial	= \$ 0.99/vial
x 7% = \$ 0.81/vial	x 7% = \$ 1.06/vial
x 100 = \$81.00/100	x 100 = \$106.00/100
+ \$4.32 = \$85.32 (dispensing fee)	+ \$4.32 = \$110.32

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VAC MDL 94219



**DEY LABORATORIES**

**MEMORANDUM**

**TO: Sales and Marketing**

**cc: R. F. Mozak**

**FROM: Helen Burnham**

**DATE: May 30, 1995**

**Re: ALBUTEROL WAC PRICING**



Attached is a copy of a fax sent to all database managers to update their records with our wholesale acquisition cost (WAC) for albuterol.

As you know, the following states are now using WAC instead of AWP to calculate Medicaid reimbursement:

- Alabama
- Colorado
- Florida
- Maryland
- Massachusetts

**Dey Labs WAC and AWP are  
only used for Reimbursement!!**

WAC is not representative of our published wholesale list prices, but like AWP, is used for calculation of reimbursement. Our updated WAC values are in line with the Warrick WAC values provided by First Data Bank and should level the playing field for Medicaid reimbursement.

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Please give me a call if you have any questions.

005VAC MDL 94220

# PHARMACEUTICAL MANUFACTURERS WARRICK AND DEY'S USE OF THE "SPREAD" TO CAPTURE THE STATE OF FLORIDA'S MEDICAID MARKET FOR ALBUTEROL 0.083%

Virtually no one buys economical alternatives if they can profit from the SPREAD

Manufacturer	True Cost per ml	Florida Medicaid Reimbursement per ml	The "Spread"	# of claims	Reimbursement paid by Florida Medicaid
Warrick	\$0.1065	\$0.3590	\$0.2525	12,673	\$763,595.42
Dey	\$0.1125	\$0.3531	\$0.2406	9,792	\$707,220.50
Zenith/Goldline	N/A	\$0.2138	**	102	\$4,981.86
Geneva	N/A	\$0.1787	**	19	\$1,278.08
TOTAL REIMBURSEMENT BY THE STATE OF FLORIDA MEDICAID PROGRAM (January 1 through March 31, 1997)					\$1,477,075.86

THE USE OF THE "SPREAD" TO CAPTURE MARKET SHARE IS EVIDENCED BY THE FACT THAT WARRICK'S AND/OR DEY'S CUSTOMERS WILL RECEIVE MORE PROFIT BY PURCHASING WARRICK'S AND/OR DEY'S ALBUTEROL THAN IF ZENITH/GOLDLINE OR GENEVA GAVE THEIR CUSTOMERS THEIR ALBUTEROL FOR FREE.

Highly Confidential

VAC MDL 94221



Ms. Debi Codute  
National Account Manager  
Dey Laboratories

August 16, 1996

PHARMACEUTICAL  
BUYERS, INC.

Dear Debi:

In our last telephone conversation I indicated I would be coming to you to act on a first right of refusal for Acetylcysteine and Sodium Chloride for Inhalation. The challenge is coming from American Regent Labs and Astra USA. I will detail what you are facing below:

	Current Dey Labs Contract Price	American Regent Offered Price
Acetylcysteine 10% 4ml vial 12/box	\$18.48	\$9.60
10% 10ml vial 3/box	\$10.95	\$8.10
10% 30ml vial 3/box	\$23.05	\$15.00
20% 4ml vial 12/box	\$19.72	\$9.60
20% 10ml vial 3/box	\$11.46	\$8.22
20% 30ml vial 3/box	\$26.41	\$18.57
Sodium Chloride 0.9% for Inhalation	Current Dey Labs Contract Price	Astra USA Offered Price
3ml units 100/box	\$9.00	\$7.00
5ml units 100/box	\$9.00	\$7.00

Please get back to me by August 23, 1996 as to what Dey Labs want to do.

Sincerely,

*Paul*

Paul Pelanek

*Revised Warrent Proposal (Same as PCA!)*

*UD 8.00 25's  
19.00 60's  
MD 5.75.*

*I've asked him  
to resubmit  
hard copy for the  
file.*

ENTIAL-DOCUMENT PRODUCTION

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4840 Riverbend Road FD1 • Boulder, CO 80301-2613 • 303-444-7170 • FAX 303-444-8733 • 800-395-9495

VAC MDL 94222

DL0618

## PROPOSAL TO GERIMED

### SITUATION ANALYSIS

- TOTAL DOSES OF ALBUTEROL SOLD TO MEMBERS DURING REPORTING PERIOD (3 MONTHS) -2,012,230 *for vials? CONVERSION*
- TOTAL UNIT DOSE - 1,249,590 OR 62%% *vials?*
- TOTAL MULTI DOSE- (DOSES = <sup>MLs</sup> UNITS X 2) -762,640 OR 38%
- DEY HAD 68.9% OF UNIT DOSE SHARE
- DEY HAS 43% SHARE OF ALL ALBUTEROL DOSES ( MD AND UD)

### RECOMMENDATIONS

- MOVE MULTIDOSE MARKET TO UNIT DOSE STERILE BAC FREE DEY USING PROVIDED PROFIT COMPARISON CHART
- CONVERT COMPETITIVE UD TO DEY UD WITH REBATE INCENTIVE

### ADVANTAGES

- NO MIXING, REDUCES LABOR, STERILITY, NO CROSS CONTAMINATION, NO FOAMING, SHORTER NEBULIZER TIME
- COST SAVINGS - NO WASTE, HIGHER AWP REIMBURSEMENT
- IMPROVE QUALITY OF CARE
- <sup>Highly Confidential</sup> IMPROVE GERIMED ADMINISTRATION REVENUE

VAC MDL 94223  
DL1576



IMPROVED PROFIT AND BETTER PATIENT CARE BY USING UNIT DOSE

VS

MULTIDOSE IN LTC PHARMACY

## Dey's Kickback Scheme

### EXAMPLE

PHARMACY CONTRACT (20 ML VIAL WARRICK-40 TREATMENTS IN VIAL)  
= \$7.40 COST PER VIAL

### COST

\$ 7.40 ÷ 40 = .19 A TREATMENT  
+ .02 SALINE USED AS DILUTENT  
= .21 A TREATMENT

\$9.75 ÷ 25 = .39 COST OF UNIT DOSE PREMIXED ALBUTEROL ON  
DEY LABS CONTRACT  
= .39 A TREATMENT

### REIMBURSEMENT = AWP

\$12.50 ÷ 40 = .31 A TREATMENT  
+ .02 SALINE USED AS DILUTENT  
= .33 A TREATMENT

\$30.25 ÷ 25 = 1.21 A TREATMENT

DL1590

### SPREAD = AWP - COST

.12 A TREATMENT WITH MULTI DOSE  
.82 A TREATMENT WITH UNIT DOSE

THE DIFFERENCE: .70 A TREATMENT MORE REIMBURSEMENT WITH  
UNIT DOSE

**ADMINISTRATION FEE IMPROVEMENT  
BY SELLING UNIT DOSE ON CONTRACT**

**VS**

**MULTIDOSE**

**EXAMPLE - WARRICK CONTRACT COST @ \$7.40 20 ML VIAL**

**$\$7.40 \times 5,559(3M) = \$41,136 \times .02 = \$822$**

**DL1591**

**$\$10.00 \times 8894 (3M) = 88,940 \times .02 = \$1,778$**

- CUSTOMER WINS:** **INCREASES PROFIT OVER 5 TIMES**
- GERIMED WINS:** **INCREASE YOUR TOTAL SALES DOLLARS WHICH  
INCREASE YOUR ADMINISTRATION FEES**
- DEY WINS:** **INCREASES OUR MARKET SHARE AND SALES  
TO GERIMED**

Highly Confidential

VAC MDL 94225





## A Windows Based Electronic Catalog with Tools to Maximize Your Profits

Innovative software allows you to place an . . . .

**EmphaSys** *on Best Spread*

**EmphaSys** *on Lowest Price*

**EmphaSys** *on Unit Dose Packaging*

**EmphaSys** *on State Specific Reimbursement*

**EmphaSys** *on Wholesaler Order Numbers*

DL1660

Available exclusively to **GeriMed Members**  
Call 800-436-4374 to reserve your copy!!!

VAC MDL 94226

**IVMed Request for Proposal**

**H. Low price and best spreads** - Contract pricing will be evaluated on lowest price and/or best spread between AWP and the contract price for multisource products. Manufacturers/suppliers interested in obtaining a single source award should consider sending in a performance or incentive package for one or more products. Most multisource products (without a special program) will receive a dual award to ensure availability to our members.

DL1667

Manufacturers requesting a single source award are required to provide a special incentive to the members or a price discount in exchange. A single source award for generic or brand products must have value since IVMed gives up revenue from other manufacturers by restricting an award.

Manufacturers may submit two proposals for requested single source items - one on the diskette or printout for a dual source (usually higher priced) and one separately for single source. Our Advisory Council can then decide if they wish to accept a single source based on both proposals. Benefit to the members is more likely to influence the award of single source products.

Mike Coffey, R.Ph., Contract Manager  
 CAREMARK  
 2211 Sanders Rd.  
 North Brook, IL 60062

January 4, 1996



RE: CONTRACT MODIFICATION  
 CAREMARK  
 DEY CONTRACT NO. CRM-0268  
 06/01/1994 - 06/30/1996

**Reported WAC to Texas =  
 \$16.249**

Dear Mike:

DEY Laboratories is pleased to introduce ALBUTEROL INHALATION AEROSOL, a generic alternative to Ventolin® Inhalation Aerosol.

Our Albuterol Inhalation Aerosol is manufactured by the originator and is distributed by DEY Laboratories and backed by our commitment to quality, competitive pricing, and customer satisfaction.

DEY would like to offer the following product as an addendum to our current contract:

NDC No.	Description	Size	Units/ Carton	AWP \$/Carton	Contract \$/Carton
49502-303-17	Albuterol Inhalation Aerosol 17g	200 Metered Inhalations	1	\$21.70	\$11.50
NDC No.	Description	Size	Units/ Carton	Current Price	Revised Price
49502-697-03	Albuterol Sulfate Inhalation Soln.	0.083%, 3mL	25	\$11.00	\$10.00
49502-697-60	Albuterol Sulfate Inhalation Soln.	0.083%, 3mL	60	\$26.40	\$24.00

The Albuterol unit dose price revision is contingent upon Caremark's acceptance and agreement to warehouse the DEY Albuterol MDI product during the contract period. If this proposal is acceptable, please sign where indicated below and return to our Napa office for processing. You may also fax your acceptance to 707/224-8918.

We are enclosing a product brochure for your information and review. If you have any questions or need further information, please feel free to contact your sales representative or the Contract Department at 800/755-5560.

INITIAL-DOCUMENT PRODUCTION

Highly Confidential

ACCEPTED:

Sincerely,

*Cindy Daulong*  
 Cindy Daulong  
 Manager, Sales Administration

DL2218

WAC MDL 94228



DL0224

## DEY LABORATORIES

## MEMORANDUM

TO: Distribution

FROM: Debbie Perez

DATE: October 25, 1996

RE: CONTRACT MODIFICATION

PURCHASING GROUP: Greater New York Hosp Assoc/Alternate Care

CONTRACT PERIOD: 01/01/1994 - 12/31/1998

CONTRACT NUMBER: GNY-1025

*Contract  
Price  
Revisions  
Genther NY*

This memo is notification of revisions to the following product(s), effective October 25, 1996.  
Please see reverse side of memo for the revised price sheet and update your records accordingly.

NDC No.	Description	Old Price	Revised Price
<b>Revision:</b>			
49502-303-17	Albuterol Inhalation Aerosol 17 g, Kit, 90 mcg/inh, 200 inhal, 1/Ctn.	11.50	5.50
49502-689-02	Cromolyn Sodium Inhalation, USP, 20 mg/2 mL, 2 mL, 60/Ctn.	28.00	26.00
49502-689-12	Cromolyn Sodium Inhalation, USP, 20 mg/2 mL, 2 mL, 120/Ctn.	55.00	51.00
49502-640-15	Sodium Chloride Solution, 3%, 15 mL, 50/Ctn.	30.00	27.50
49502-641-15	Sodium Chloride Solution, 10%, 15 mL, 50/Ctn.	30.00	27.50
<b>Addendum:</b>			
49502-303-27	Albuterol Inhalation Aerosol, 17 g, Refill, 90 mcg/inh, 200 inhal, 1/Ctn.	N/A	5.25
49502-810-05	Water, Purified, USP, . 5 mL, 100/Ctn.	N/A	9.50
<b>Extension:</b> This contract has been extended through December 31, 1998.			

Highly Confidential

VAC MDL 94229

Dey Laboratories

Bid Price Worksheet

Revised 7/9/96

CONFIDENTIAL-DOCUMENT PRODUCTION

Group Name:

Contract No.:

Strength	Size	Brand Name	MPkg	Prod.#	Estimated Usage	Current Price	Recommended Price	Pricing Comm. Revision	Information Section:
<b>Acetylsalicylic Solution</b>									
10%	4 mL	MUCOSIL	12	18104					<input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Price change to meet competition
10%	10 mL	MUCOSIL	3	18110					
10%	30 mL	MUCOSIL	3	18130					Administrative Fee: %    Signed:
20%	4 mL	MUCOSIL	12	18204					<b>Pricing Justification:</b> (use this section to detail competitive information, selected source, compliance, new/existing business, or any other pertinent information)
20%	10 mL	MUCOSIL	3	18210					
20%	30 mL	MUCOSIL	3	18230					
20%	100 mL	MUCOSIL	1	18200					
<b>Albuterol Inhalation Aerosol</b>									
90 mcg/ahat	17 g	(mfg by Glaxo)	1	30317		5.50	4.50		<b>PRICE REVISION TO REMAIN MARKET COMPETITIVE</b> <b>APOTHECON / ZENITH \$4.50</b> <b>MDI</b> <b>REFILL</b> <b>WARRICK</b> <b>ALBUTEROL MDI \$5.75</b>
<b>Albuterol Sulfate Inhalation Soln.</b>									
0.083%	3 mL	DEY-LUTE	25	08703					
0.083%	3 mL	DEY-LUTE	30	08733					
0.083%	3 mL	DEY-LUTE	60	08780					
0.5%	20 mL	(mfg by Glaxo)	1	19820		6.00	5.75		
<b>Albuterol Syringe</b>									
2 mg/5 mL	1 pt.	(mfg by MCW)	1	79518					
<b>Cromolyn Sodium Inhalation, USP</b>									
20 mg/2 mL	2 mL		80	08902					
20 mg/2 mL	2 mL		120	08912					
<b>Metoprolol Sulfate Inhalation Soln., USP</b>									
0.4%	2.5 mL	DEY-LUTE	25	07803					
0.8%	2.5 mL	DEY-LUTE	25	07800					
<b>Sodium Chloride Solution</b>									
0.45%	3 mL	(mfg by ALP)	100	03003					
0.45%	5 mL	(mfg by ALP)	100	03005					
0.9%	3 mL	(mfg by ALP)	100	03003					
0.9%	5 mL	(mfg by ALP)	100	03005					
0.9%	15 mL	(mfg by ALP)	24	03015					
0.9%	3 mL	DEY-VIAL	250	03003					
0.9%	5 mL	DEY-VIAL	250	03005					
0.9%	10 mL	DEY-VIAL	125	03010					
0.9%	20 mL	DEY-VIAL	100	03020					
3%	15 mL	DEY-PAK	50	04015					
10%	15 mL	DEY-PAK	50	04115					
<b>Water, Purified</b>									
	5 mL	(mfg by ALP)	100	01005					
<b>Other Products:</b>									
<b>ALBUTEROL MDI (REFILL)</b>						5.25	4.25		<b>APPROVED</b> <b>APPROVED</b>
									<b>Pricing Committee Approval:</b> <input checked="" type="checkbox"/> Approved <input type="checkbox"/> Approved w/revision <input type="checkbox"/> Denied
									<b>Pricing Committee Representative</b> <b>Date</b>

Highly Confidential

DL0221



DL0218

**DEY LABORATORIES**  
 2751 Napa Valley Corporate Drive  
 Napa, CA 94558  
 TEL.(707) 224-3200 FAX (707) 224-8918

December 2, 1996

Lillian Lee  
 Pharmaceutical Contract Admin.  
 Greater New York Hosp Assoc/Alternate Care  
 555 West 57th Street, 15th Floor  
 New York, NY 10019

**March, 1997 Reported  
 WAC to Texas = \$6.00**

**RE: CONTRACT MODIFICATION  
 GREATER NEW YORK HOSP ASSOC/ALTERNATE CARE  
 DEY CONTRACT NO. GNY-1025  
 01/01/1994 - 12/31/1998**

Dear Lillian:

Dey Laboratories is pleased to offer the following modification(s) to the above-referenced contract.

<u>NDC No.</u>	<u>Description</u>	<u>Old Price</u>	<u>Revised Price</u>
<b>Revision:</b>			
49502-303-17	Albuterol Inhalation Aerosol 17 g, Kit, 90 mcg/inh, 200 inhal, 1/Ctn.	5.50	4.50
49502-303-27	Albuterol Inhalation Aerosol, 17 g., Refill, 90 mcg/inh, 200 Inhal, 1/Ctn.	5.25	4.25
49502-196-20	Albuterol Sulfate Inhalation Solution, 0.5%, 20 mL, 1/Ctn.	6.00	5.75

The offer is valid for 60 days from the date of this letter. The revision will become effective upon your acceptance. Please sign below and return to our Napa office or fax to 707/224-0495. If you have any questions or need further information, please feel free to contact me or the Contract Department at 800/755-5560.

Sincerely,

*Cindy Pauling*  
 Cindy Pauling  
 Manager, Sales Administration

VAC MDL 94231

Highly Confidential





ANDA  
2915 WESTON ROAD  
WESTON, FL 33331  
1-800-331-2632

RA0180733

OTN

## INVOICE

NO.2359069

SOLD TO: 108343

VENACARE OF THE FL KEYS, INC  
933 FLEMING ST  
KEY WEST, FL 33040

SHIP TO: 108343

VENACARE OF THE FL KEYS, INC  
933 FLEMING ST  
KEY WEST, FL 33040

WHITE LABEL WWHC18S1 / 8763

# WAC is still \$6.00

ORDER NO.		PURCHASE ORDER NO.		ORDER DATE	DEA NO.	EXP. DATE	WH	SLMN	TERMS	INVOICE DATE	DUE DATE	PAGE
2158393				3/13/00	BV1037957	5/31/00	20	188	N/10 EOM	3/13/00	4/10/00	3
QTY.	QTY.	ITEM NO.	CS	DESCRIPTION	QTY.	UNIT	BRAND NAME		A.W.P.	NDC	UNIT PRICE	AMOUNT
1	0	314611		CATALOG (CONTROLS)			CATALOG (CONTROLS)		.00	- -	.00	.00
1	0	302356		CATALOG (INJECTABLES)			CATALOG (INJECTABLES)		.00	- -	.00	.00
1	0	313367		CATALOG (NON CONTROLS)			CATALOG (NON CONTROLS)		.00	- -	.00	.00
1	1	301802		ALBUTEROL INHALATION 17G	KIT	SL	PROVENTIL		21.41	59930-1560-01	2.58	2.58
1	1	300368		ALBUTEROL INHALAT SOL 0.083%	25x3	SL	PROVENTIL SOL		30.25	59930-1500-08	5.25	5.25
1	1	300324		ALBUTEROL INHALAT SOL 0.5%	20 ML	SL	PROVENTIL SOL		14.99	59930-1515-04	3.69	3.69
1	1	302447		IPRATROPIUM INHALATION SOL.02%	25	SL	ATROVENT		44.10	49502-0685-03	13.50	13.50
1	1	300846		ALBUTEROL INHALAT SOL 0.083%	25x3	SL	PROVENTIL SOL		30.25	49502-0697-03	5.99	5.99
1	1	300848		ALBUTEROL INHALAT SOL 0.083%	60x3	SL	PROVENTIL SOL		72.60	49502-0697-60	14.95	14.95
1	1	300658		ALBUTEROL INHALAT SOL 0.083%	60x3	SL	PROVENTIL SOL		72.60	59930-1500-06	12.50	12.50
1	1	301800		ALBUTEROL INHALATION 17G	KIT	SL	VENTOLIN		21.99	00172-4390-18	1.99	1.99
1	1	302115		IPRATROPIUM INHALATION SOL.02%	25	SL	ATROVENT		44.06	00054-8402-11	12.95	12.95
1	1	301807		ALBUTEROL INHALATION 17G	KIT	SL	VENTOLIN		21.70	49502-0303-17	2.90	2.90
1	1	314229		POTASSIUM CHLORIDE 750 MG	1000	TB	POTASSIUM CHLORIDE		159.75	59772-6910-02	28.90	28.90
1	1	301973		ALBUTEROL INHALAT SOL 0.5%	20 ML	SL	PROVENTIL SOL *T*		14.99	49502-0196-20	4.85	4.85
1	1	301995		CEFADROXIL 500 MG	50	CP	DURICEF		161.00	00172-4058-48	42.90	42.90
1	1	154142		PANDA BEAR					.00	- -	.00	.00
1	1	302041		CEFADROXIL 500 MG	100	CP	DURICEF		247.64	59772-7271-04	82.90	82.90
1	1	314227		POTASSIUM CHLORIDE 750 MG	100	TB	POTASSIUM CHLORIDE		16.33	59772-6910-01	3.50	3.50

NOW ORDER VIA THE INTERNET @ WWW.ANDANET.COM

LINE TOTAL: 19

TOTAL AWP:

973.66

TOTAL GOODS:

239.35

TOTAL DISCOUNT:

11.93

1,2,3,3R,4,5 NEXT TO THE ITEM NUMBER DENOTES THAT  
THE PRODUCT IS A SCHEDULE (I,II,III,III REPORTABLE  
IV,V) DRUG

Highly Confidential

REMIT TO: P. BOX 930219  
SANTA, GA 311930219

VAC MDL 94232

PLEASE  
PAY

227.42

# SIDLEY & AUSTIN

A PARTNERSHIP INCLUDING PROFESSIONAL CORPORATIONS

1722 EYE STREET, N.W.  
WASHINGTON, D.C. 20006  
TELEPHONE 202 736 8000  
FACSIMILE 202 736 8711

FOUNDED 1866

CHICAGO  
—  
DALLAS  
—  
LOS ANGELES

NEW YORK  
—  
LONDON  
—  
SINGAPORE  
—  
TOKYO

## III. MEDICAID REBATE SYSTEM

15. By the late 1980s, Congress recognized that the state Medicaid programs were paying significantly more for drugs than other large third-party payors, primarily because state Medicaid agencies were reimbursing on the basis of the price paid by retail pharmacies, who did not receive the manufacturer's largest discounts. One of the goals of OBRA '90 was to remedy this inequity and give Medicaid the benefit of the "best price" discounts available to bulk customers.

Highly Confidential

VAC MDL 94233



Mike Coffey, R.Ph., Contract Manager  
 CAREMARK  
 2211 Sanders Rd.  
 North Brook, IL 60062

January 4, 1996



RE: CONTRACT MODIFICATION  
 CAREMARK  
 DEY CONTRACT NO. CRM-0268  
 06/01/1994 - 06/30/1996

**Reported WAC to Texas =  
 \$16.249**

Dear Mike:

DEY Laboratories is pleased to introduce ALBUTEROL INHALATION AEROSOL, a generic alternative to Ventolin® Inhalation Aerosol.

Our Albuterol Inhalation Aerosol is manufactured by the originator and is distributed by DEY Laboratories and backed by our commitment to quality, competitive pricing, and customer satisfaction.

DEY would like to offer the following product as an addendum to our current contract:

NDC No.	Description	Size	Units/ Carton	AWP \$/Carton	Contract \$/Carton
49502-303-17	Albuterol Inhalation Aerosol 17g	200 Metered Inhalations	1	\$21.70	\$11.50
NDC No.	Description	Size	Units/ Carton	Current Price	Revised Price
49502-697-03	Albuterol Sulfate Inhalation Soln.	0.083%, 3mL	25	\$11.00	\$10.00
49502-697-60	Albuterol Sulfate Inhalation Soln.	0.083%, 3mL	60	\$26.40	\$24.00

The Albuterol unit dose price revision is contingent upon Caremark's acceptance and agreement to warehouse the DEY Albuterol MDI product during the contract period. If this proposal is acceptable, please sign where indicated below and return to our Napa office for processing. You may also fax your acceptance to 707/224-8918.

We are enclosing a product brochure for your information and review. If you have any questions or need further information, please feel free to contact your sales representative or the Contract Department at 800/755-5560.

INITIAL-DOCUMENT PRODUCTION

Highly Confidential

ACCEPTED:

Sincerely,

*Cindy Daulong*  
 Cindy Daulong  
 Manager, Sales Administration

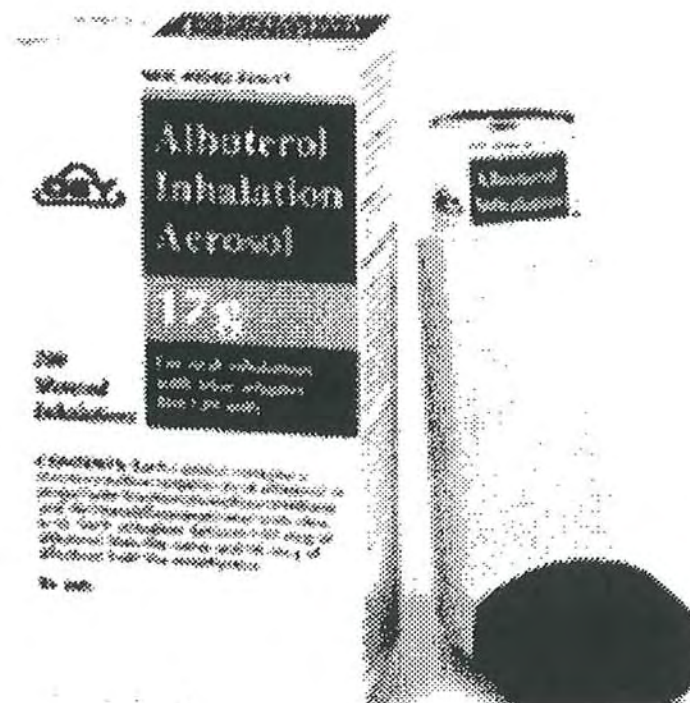
DL2218

WAC MDL 94234



## Albuterol Inhalation Aerosol

- AB rated to Ventolin<sup>®</sup> (albuterol)
- Manufactured by the innovator



<http://www.deyinc.com/asthma.html>

**This excerpt is taken from Dey's  
web site.**



Manufactured by Glaxo Wellcome Inc.  
Research Triangle Park, NC 27709  
For Dey, Napa, CA 94558

August 1998

RL-627

4109783

**Taken from the package insert**





# Dey's 17 gram Albuterol Inhaler

NDC# 49502-0303-17

and the Refill

NDC# 49502-0303-27

**This drug is manufactured by the innovator Glaxo and licensed and distributed by Dey. Therefore Dey's Medicaid Rebate should be paid as a multi-source innovator drug. Available information indicates they are incorrectly paying the generic rebate amount.**



March 6, 1997

WP00000143A

WARRICK PRODUCTS	PKG SIZE	NDC#	Rating	AWP	Wholesale Acquisition Cost (WAC)
Albuterol, USP Inhalation Aerosol 17 g	Box of 1	59930-1560-1	AN	\$ 21.41	\$ 10.71
Albuterol, USP Inhalation Aerosol Refill 17g	Box of 1	59930-1560-2	AN	19.79	9.90
Albuterol Sulfate, USP Tablets 2 mg	100	59930-1520-1	AB	23.65	2.50
	500	59930-1520-2	AB	112.25	8.69
Albuterol Sulfate, USP Tablets 4 mg	100	59930-1530-1	AB	35.20	4.50
	500	59930-1530-2	AB	168.25	17.38
Albuterol Sulfate, USP Inhalation Solution, 0.083 %	60 x 3mL	59930-1500-6	AN	72.60	44.86
	25 x 3mL	59930-1500-8	AN	30.25	18.69
Albuterol Sulfate, USP Solution for Inhalation, 0.5 %	20 mL	59930-1515-4	AN	14.99	9.45
Albuterol Sulfate, USP Syrup, 2 mg/5 mL	16 oz.	59930-1510-5	AA	24.75	9.95
Augmented Betamethasone Dipropionate Ointment 0.05 % Highly Confidential	15 g	59930-1575-1	AT	21.47	16.46
	45 g	59930-1575-2	AT	43.20	33.63
	50 g	59930-1575-3	AT	51.30	47.75

VAC MDL 94238



Albuterol 1993/1 to 1997/2 BP (9 Digit) WP000000103<sup>A</sup>  
WP000000102<sup>A</sup>

30-Oct-97

Year	QTR	NDC	Product Desc	WAC	AMP	BP
1993	2	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.175058	0.147000
1993	3	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.164317	0.147000
1993	4	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.186771	0.147000
1994	1	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.186546	0.147000
1994	2	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.176353	0.121000
1994	3	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.174172	0.114333
1994	4	59930-1500	ALBUTEROL SULFATE INHAL. SOL.	.2466696	0.161752	0.102933
1995	1	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.157747	0.109200
1995	2	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.145452	0.100267
1995	3	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.149404	0.102933
1995	4	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.135575	0.102933
1996	1	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.131840	0.101778
1996	2	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.129180	0.095333
1996	3	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.118054	0.093500
1996	4	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.108478	0.078400
1997	1	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.099340	0.078400
1997	2	59930-1500	ALBUTEROL SULFATE INHAL. SOL.	.2491964	0.096386	0.078400
1997	3	59930-1500	ALBUTEROL SULFATE INHAL. SOL.		0.099410	0.078133

Highly Confidential

VAC MDL 94239

# Rx Advantage: July 2000

**Telxon#: 800-613-3228**  
**\$300 Minimum Order**

**ORDER  
DAILY!**

**IPCt#:** \_\_\_\_\_ **Ent By:** \_\_\_\_\_ **Page 1 of 8**

Product Description	Compare to Brand	Price Notes	IPC Price	WAC	AWP
Accupril Tab 10mg 90		C-4%	\$73.19	\$76.24	\$91.49
Acticin Cream 5% Pen 60gm		C-10%	\$15.12	\$16.80	\$23.62
Acyclovir Cap 200mg Par 100	Zovirax	C-25%	\$6.56	\$8.74	\$106.36
Acyclovir Tab 400mg Watson 100	Zovirax	C-25%	\$10.26	\$13.68	\$206.40
Aerochamber Mdi Sp Bag Pack		C-59%	\$9.99	\$24.13	\$28.96
Albuterol Inh Complete Zen 17gm	Ventolin	Special	\$2.49	\$3.13	\$22.96
Albuterol Sol .083 Warrick 3ml x25	Ventolin	C-7%	\$4.89	\$5.28	\$30.25
Albuterol Sol 0.5% Hitech 20ml	Proventil	C-25%	\$2.76	\$3.68	\$16.50
Albuterol Tab 2mg Novo 100	Proventil	C-25%	\$1.13	\$1.51	\$23.50
Albuterol Tab 4mg Novo 500	Proventil	C-25%	\$5.70	\$7.60	\$168.00

Highly Confidential

VAC MDL 94240





ANDA  
2915 WESTON ROAD  
WESTON, FL 33331  
1-800-331-2632

RA0180733

OTN

INVOICE  
NO.2359069

SOLD TO: 108343


VENACARE OF THE FL KEYS, INC  
933 FLEMING ST  
KEY WEST, FL 33040

SHIP TO: 108343

VENACARE OF THE FL KEYS, INC  
933 FLEMING ST  
KEY WEST, FL 33040

WHITE LABEL WWHC18S1 / 8763

**WAC is still \$5.28**

ORDER NO.		PURCHASE ORDER NO.		ORDER DATE	DEA NO.	EXP. DATE	WH	SLMN	TERMS		INVOICE DATE	DUE DATE	PAGE 1
2158393				3/13/00	BV1037957	5/31/00	20	188	N/10 EOM		3/13/00	4/10/00	1
QTY.	QTY.	ITEM NO.	CS	DESCRIPTION		QTY.	UNIT	BRAND NAME		A.W.P.	NDC	UNIT PRICE	AMOUNT
1	0	314611		CATALOG (CONTROLS)				CATALOG (CONTROLS)		.00	- -	.00	.00
1	0	302356		CATALOG (INJECTABLES)				CATALOG (INJECTABLES)		.00	- -	.00	.00
1	0	313367		CATALOG (NON CONTROLS)				CATALOG (NON CONTROLS)		.00	- -	.00	.00
1	1	301802		ALBUTEROL INHALATION 17G	KIT	SL	PROVENTIL			21.41	59930-1560-01	2.58	2.58
1	1	300368		ALBUTEROL INHALAT SOL 0.083%	25x3	SL	PROVENTIL SOL			30.25	59930-1500-08	5.25	5.25
1	1	300324		ALBUTEROL INHALAT SOL 0.5%	20 ML	SL	PROVENTIL SOL			14.99	59930-1515-04	3.69	3.69
1	1	302447		IPRATROPIUM INHALATION SOL.02%	25	SL	ATROVENT			44.10	49502-0685-03	13.50	13.50
1	1	300846		ALBUTEROL INHALAT SOL 0.083%	25x3	SL	PROVENTIL SOL			30.25	49502-0697-03	5.99	5.99
1	1	300848		ALBUTEROL INHALAT SOL 0.083%	.60X3	SL	PROVENTIL SOL			72.60	49502-0697-60	14.95	14.95
1	1	300658		ALBUTEROL INHALAT SOL 0.083%	60x3	SL	PROVENTIL SOL			72.60	59930-1500-06	12.50	12.50
1	1	301800		ALBUTEROL INHALATION 17G	KIT	SL	VENTOLIN			21.99	00172-4390-18	1.99	1.99
1	1	302115		IPRATROPIUM INHALATION SOL.02%	25	SL	ATROVENT			44.06	00054-8402-11	12.95	12.95
1	1	301807		ALBUTEROL INHALATION 17G	KIT	SL	VENTOLIN			21.70	49502-0303-17	2.90	2.90
1	1	314229		POTASSIUM CHLORIDE 750 MG	1000	TB	POTASSIUM CHLORIDE			159.75	59772-6910-02	28.90	28.90
1	1	301973		ALBUTEROL INHALAT SOL 0.5%	20 ML	SL	PROVENTIL SOL *T*			14.99	49502-0196-20	4.85	4.85
1	1	301995		CEFADROXIL 500 MG	50	CP	DURICEF			161.00	00172-4058-48	42.90	42.90
1	1	154142		PANDA BEAR						.00	- -	.00	.00
1	1	302041		CEFADROXIL 500 MG	100	CP	DURICEF			247.64	59772-7271-04	82.90	82.90
1	1	314227		POTASSIUM CHLORIDE 750 MG	100	TB	POTASSIUM CHLORIDE			16.33	59772-6910-01	3.50	3.50

NOW ORDER VIA THE INTERNET @ WWW.ANDANET.COM

LINE TOTAL: 19

TOTAL AWP:

973.66

TOTAL GOODS:

239.35

TOTAL DISCOUNT:

11.93

1,2,3,3R,4,5 NEXT TO THE ITEM NUMBER DENOTES THAT  
THE PRODUCT IS A SCHEDULE (I,II,III,III REPORTABLE  
IV,V) DRUG

Highly Confidential

REMIT TO: P. BOX 930219  
LANTA, GA 311930219

VAC MDL 94241

PLEASE  
PAY

227.42

# Warrick's 17gm Albuterol

## NDC# 59930-1560-01

Year	McKesson Catalog Price	WAC (Texas)	AWP
1996	\$15.47	\$16.06	\$21.41
1997	\$5.84	\$10.71	\$21.41
1998	\$5.26	\$10.71 Dec. FUL =\$7.47	\$21.41
1999	\$5.26	\$10.71 FUL =\$7.47	\$21.41
2000	\$5.26	\$10.71 FUL =\$7.47	\$21.41

Highly Confidential

VAC MDL 94242



# Schering-Plough's 17 gm Proventil (Albuterol) NDC# 00085-0614-02

Year	McKesson Catalog Price	WAC Texas	AWP
1996	\$20.07		\$24.09
1997	\$22.08	9/1/97 \$22.07 9/5/97 \$22.96	\$26.50
1998	\$24.11	5/20/98 \$24.11 11/18/98 \$25.29	\$27.56
1999	\$26.30	\$26.30	\$30.35
2000 Highly Confidential	\$29.71 f	\$27.21	\$33.48 VAC MDL 94243



# Bristol-Myers Albuterol 17gm Inhaler

**NDC# 59772-6175-02**

**FUL started December 1998 = \$7.47**

Year	McKesson Catalog Price	WAC	AWP	FUL
1997	\$6.16	\$17.14	\$21.43	
1998	<b>\$5.00</b>	\$17.14	\$21.43	<b>\$7.47</b> (December)
1999	<b>\$5.00</b>	\$17.14	\$21.43	<b>\$7.47</b>
2000	<b>\$5.00</b>	\$17.14	\$21.43	<b>\$7.47</b>
Highly Confidential			VAC MDL 94244	

## WARRICK

NDC	NAME	SIZE	VAC COST McKESSON	FDB AWP	FDB WAC	WAC vs. Cost Spread
59930-1575-02	Betamethasone 0.5%	45 gm	\$13.14	\$43.20	\$31.6485	\$18.508
59930-1570-03	Clotrimazole 1%	45 gm	\$7.37	\$16.24	\$12.74	\$5.37
59930-1570-02	Clotrimazole 1%	30 gm	\$6.77	\$13.40	\$10.50	\$3.73
59930-1621-01	Griseofulvin Ultra	250 mg, 100's	\$43.15	\$64.96	\$48.75	\$5.60
59930-1549-01	Isorbide Mononitrate	60 mg, 100's	\$27.68	\$117.00	FDB WAC Not Reported Texas WAC = \$97.79	\$70.11
59930-1502-01	Isorbide Mononitrate	30 mg, 100's	\$67.24	\$111.56	FDB WAC Not Reported Texas WAC = \$92.93	\$25.69
59930-1636.01	Labetalol	200 mg, 100's	\$27.63	\$68.10	FDB WAC Not Reported Texas WAC = \$33.75	\$6.12
59930-1670-01	Theophylline Anhydrous	300 mg, 100's	\$6.16	\$22.00	\$8.00 VAC MDL 9481.34	\$1.34

# Warrick's Betamethasone 0.05% Augmented

## NDC# 59930-1575-02 (45gm)

<b>Year</b>	<b>McKesson Catalog Price</b>	<b>WAC</b>	<b>AWP</b>
<b>1996</b>	<b>\$31.85</b>	<b>\$31.64</b>	<b>\$43.20</b>
<b>1997</b>	<b>\$31.85</b>	<b>\$31.64 (FDB)</b> <b>\$33.62 (Texas)</b>	<b>\$43.20</b>
<b>1998</b>	<b>\$31.85</b>	<b>\$31.64 (FDB)</b> <b>\$33.62 (Texas)</b>	<b>\$43.20</b>
<b>1999</b>	<b>\$31.85</b>	<b>\$31.64 (FDB)</b> <b>\$33.62 (Texas)</b>	<b>\$43.20</b>
<b>2000</b>	<b>\$13.14</b>	<b>\$31.64 (FDB)</b> <b>\$33.62 (Texas)</b>	<b>\$43.20</b>
Highly Confidential			VAC MDL 94246



# Warrick's Betamethasone 0.05% Augmented

## NDC# 59930-1575-03 (50gm)

<b>Year</b>	<b>McKesson Catalog Price</b>	<b>WAC</b>	<b>AWP</b>
<b>1998</b>	<b>\$35.33</b>	<b>\$37.36</b>	<b>\$51.30</b>
<b>1999</b>	<b>\$13.14</b>	<b>\$37.36</b>	<b>\$51.30</b>
<b>2000</b>	<b>\$13.14</b>	<b>\$37.36</b>	<b>\$51.30</b>
Highly Confidential			VAC MDL 94247

# Schering-Plough's Diprolene AF

(Betamethasone 0.05% Augmented)

NDC# 00085-0517-04

Year	McKesson Catalog Price	WAC	AWP
1997	\$49.83	9/1/97 \$49.83 9/5/97 \$52.27	\$59.79
1998	\$52.27	\$54.10	\$62.72
1999	\$58.23	\$58.23	\$67.19
2000	\$64.19	\$60.22	\$72.32
Highly Confidential			VAC MDL 94248





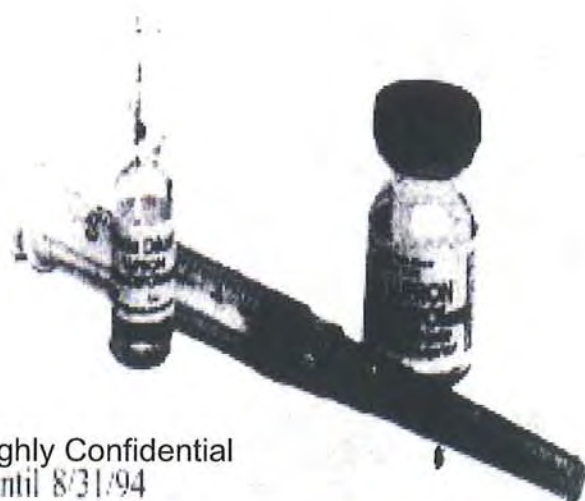
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**FLORIDA INFUSION**  
**CHEMONET**

**AUGUST**  
**1994**

## LUPRON DEPOT

**\$372<sup>00</sup>**  
6 Kits or more



Highly Confidential  
Valid until 8/31/94

## ETOPOSIDE

Gensia's Etoposide injection is  
a cost saving generic equivalent  
to Bristol Myers' VePesid.

100mg MDV

**85<sup>00</sup>**

500mg MDV

**415<sup>00</sup>**

VAC MDL 94249

Valid until 8/31/94

